NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
=>   =>   =>   =>   =>   =>

Bidder
BOUND TO STAY BOUND BOOKS

For Item I, Trade; Item II, Non-Trade;
and Item III, Textbook Publications,
a percent discount shall be offered as
follows: List less _____% Discount
For Item IV, Net Publications, a
handling charge shall be as
follows: $_____ each
Enter Zero if No Discount or No Charge

PUBLICATIONS

	Item I TRADE Discount	Item II NON-TRADE Discount	Item III Text- Books	Item IV NET Handling Charge
A.-E. PRINT				
A. CLOTH BINDING -- NO BID				
Discount/Charge per copy	_____ %	_____ %	_____ %	$_____
Volume Pricing-Price Breaks				
for Single Title: ____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
B. LIBRARY BINDING -- NO BID				
Discount/Charge per copy	_____ %	_____ %	_____ %	$_____
Volume Pricing-Price Breaks				
for Single Title: ____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
C. PAPERBACKS, QUALITY -- NO BID				
Discount/Charge per copy	_____ %	_____ %	_____ %	$_____
Volume Pricing-Price Breaks				
for Single Title: ____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
D. PAPERBACKS, MASS MARKET -- NO BID				
Discount/Charge per copy	_____ %	_____ %	_____ %	$_____
Volume Pricing-Price Breaks				
for Single Title: ____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

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=>   =>   =>   =>   =>   =>

Bidder
BOUND TO STAY BOUND BOOKS

PUBLICATIONS

		Item I	Item II	Item III	Item IV
		TRADE Discount	NON-TRADE Discount	Text-Books	NET Handling Charge
E.	PREBOUND HARDBACKS Discount/Charge per copy	30 * %	_____ %	_____ %	$ NO CHARGE
	Volume Pricing-Price Breaks				
	for Single Title: _____ copies	_____ %	_____ %	_____ %	$_____
	_____ copies	_____ %	_____ %	_____ %	$_____
	_____ copies	_____ %	_____ %	_____ %	$_____
F.	NON-PRINT AND OTHERS -- NO BID Discount/Charge for single unit				
1.	Audio Cassettes (music, educational, etc.)	_____ %	_____ %	_____ %	$_____
2.	Audio Visual Materials	_____ %	_____ %	_____ %	$_____
3.	Books on Tape Abridged	_____ %	_____ %	_____ %	$_____
4.	Books on Tape Unabridged	_____ %	_____ %	_____ %	$_____
5.	CD-ROM (fixed price only- no online services)	_____ %	_____ %	_____ %	$_____
		_____ %	_____ %	_____ %	$_____
		_____ %	_____ %	_____ %	$_____
		_____ %	_____ %	_____ %	$_____
		_____ %	_____ %	_____ %	$_____
		_____ %	_____ %	_____ %	$_____
		_____ %	_____ %	_____ %	$_____
		_____ %	_____ %	_____ %	$_____

previously paperclipped sheet says $4.24 thru 6/30/02

* 30% DISCOUNT FROM PUBLISHER LIST PRICE IN 22EFFECT AT TIME OF SHIPMENT PLUS PREBINDING CHARGE
OF $4.44 PER BOOK FIRM THROUGH JUNE 30, 2004. SHORT DISCOUNT TITLES ARE REDUCED BY 10%.

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX
=> => => => => =>

Bidder
BOUND TO STAY BOUND BOOKS

PUBLICATIONS

		Item I TRADE Discount	Item II NON-TRADE Discount	Item III Text-Books	Item IV NET Handling Charge
13.	Slides	_____%	_____%	_____%	$_____
14.	Video Tapes (feature film, educational, etc.)	_____%	_____%	_____%	$_____
15.	Other (please specify)				
	_____	_____%	_____%	_____%	$_____
	_____	_____%	_____%	_____%	$_____
	_____	_____%	_____%	_____%	$_____
	_____	_____%	_____%	_____%	$_____
	_____	_____%	_____%	_____%	$_____
	_____	_____%	_____%	_____%	$_____
	_____	_____%	_____%	_____%	$_____

Volume Pricing-Price Breaks for Section F for Multiple Units-List Non-Print Sub-Item Numbers: (Aggregate pricing to be offered on subsequent pages)

		Item I	Item II	Item III	Item IV
No._____	_____units	_____%	_____%	_____%	$_____
No._____	_____units	_____%	_____%	_____%	$_____
No._____	_____units	_____%	_____%	_____%	$_____
No._____	_____units	_____%	_____%	_____%	$_____
No._____	_____units	_____%	_____%	_____%	$_____

		Charge	Services-Specify
G.	SERVICES See Page 20, "Detailed Specifications." Bidders to specify the services they offer.		
1.	Catalog Kits	$ .75 INCLUDES KIT & SPINE LABEL ATTACHED UNATTACHED KIT--59¢	

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PLEASE USE BLACK INK OR TYPEWRITER WHEN
PREPARING YOUR BID. BE SURE YOU HAVE
INSERTED YOUR COMPANY'S NAME IN THE BOX
=>   =>   =>   =>   =>   =>

> Bidder
>
> BOUND TO STAY BOUND BOOKS

2. Cataloging and Processing

$ PLEASE SEE ATTACHED BTSB ORDER FORM OR
$ CALL OUR CUSTOMER SUPPORT DEPARTMENT
$ FOR ADDITIONAL OPTIONS.
$
$

3. Rebinding of Paperbacks   -- N/A

$
$
$
$

4. Shelf Ready Books

$ 1.05 FOR LAMINATED JACKET, KIT, SPINE LABEL AND
$ 1 BARCODE ALL ATTACHED
$
$

5. Customized Reports

$ TITLE STATUS REPORTS, CUSTOMIZED BASIC
$ COLLECTIONS, RECOMMENDED LISTS & TYPING
$ SERVICE--NO CHARGE
$

6. Bibliographic Records

$ NO CHARGE FOR MARC RECORDS WITH ORDER
$
$
$

7. Security Tape

$ .40 FOR 3M TATTLETAPE OR CHECKPOINT
$
$
$

8. Bar Codes

$ .10 FOR 1 ATTACHED BARCODE
$ .15 FOR 2 ATTACHED BARCODES
$ NO CHARGE FOR UNATTACHED BARCODE
$

9. Other - Bidder to list:

$ PLEASE SEE ATTACHED BTSB ORDER FORM.
$
$

USE BLACK INK OR TYPEWRITER WHEN
PARING YOUR BID. BE SURE YOU HAVE
NSERTED YOUR COMPANY'S NAME IN THE BOX
=>   =>   =>   =>   =>   =>

Bidder
BOUND TO STAY BOUND BOOKS

See "Discounts," "Aggregate
Discounts," clauses and
"Detailed Specifications."
Please specify the amounts that
apply in the left column and the
discounts to the right of the
solid line.

DISCOUNTS

	Item I	Item II	Item III	Item IV
				NET
	TRADE	NON-TRADE	Text-	Handling
	Discount	Discount	Books	Charge

VOLUME PRICING-PRICE BREAKS
for agency's aggregate purchase
in dollars. Please specify the

PLEASE SEE ATTACHED DISCOUNT SHEET. $ or %

amount that applies:	$_____	_____%	_____%	_____%	_____
	$_____	_____%	_____%	_____%	_____
	$_____	_____%	_____%	_____%	_____

VOLUME PRICING-PRICE BREAKS
for aggregate contract purchases

in dollars statewide:	$_____	_____%	_____%	_____%	_____
	$_____	_____%	_____%	_____%	_____
	$_____	_____%	_____%	_____%	_____

OTHER VOLUME PRICE BREAKS AND/
OR DISCOUNTS - Bidder to explain:

	$_____	_____%	_____%	_____%	_____
	$_____	_____%	_____%	_____%	_____
	$_____	_____%	_____%	_____%	_____

Electronic Access Ordering Discount   _____%
Prepayment Plan Discount   _____%
Deposit Account Discount   _____%
Approval Plan Discount   _____%
Please Explain . . . .   _____

_____

_____

SE USE BLACK INK OR TYPEWRITER WHEN
EPARING YOUR BID. BE SURE YOU HAVE
INSERTED YOUR COMPANY'S NAME IN THE BOX
=>   =>   =>   =>   =>   =>

Bidder
BOUND TO STAY BOUND BOOKS

BIDDER SHALL ANSWER EACH OF THE FOLLOWING QUESTIONS AS PART OF THE BID:

1. Number of years in business (three years minimum required): __79__
   In lieu of three years, previous experience may be considered
   or five references may be provided.
   See "Qualification of Bidder" clause.

2. If bidder does not meet the three-year requirement, has either
   documentation of previous experience or the required five
   references (including company name, contact person, complete
   address, telephone and fax numbers) been attached?
   _____YES _____NO

3. Does bidder offer an electronic access ordering system (optional)?
   __X__ YES _____NO

4. If yes, name of computer software system offered for electronic
   access ordering system: __COMPACT DISCOVERER__

5. Is 24-hour rush delivery available (optional)?   _____YES __X__NO

6. If yes, is there an additional charge for 24-hour delivery?   _____YES _____NO

7. If there is a price additional for 24-hour delivery, on what basis
   (state "0" if none)? _____
   Charge: $_____

8. Is bidder offering foreign product?   _____YES __X__NO
   If yes, please identify: _____

9. Toll-free numbers for state procurement use
   (see "Toll-Free Numbers"): Telephone: __800/637-6586__ Fax: __800/747-2872__

10. If a toll-free number is not currently available, is bidder willing
    to establish a toll-free number, if awarded a contract?   _____YES _____NO

11. Is bidder prepared to submit the required financial statements
    within five business days of request (see "Financial Stability"
    clause)?   __X__ YES _____NO

12. Guaranteed Delivery (Number of calendar days required to
    ship 95 percent of typical order)?   __90__ Days A/R/O

...SE USE BLACK INK OR TYPEWRITER WHEN
...EPARING YOUR BID. BE SURE YOU HAVE
INSERTED YOUR COMPANY'S NAME IN THE BOX
=>   =>   =>   =>   =>   =>

Bidder
BOUND TO STAY BOUND BOOKS

13. In the event you may be successful in receiving an award, please provide the following information for inclusion in the Notice of Contract Award to be sent to customer agencies:

Company Name: BOUND TO STAY BOUND BOOKS, INC.

Street Address: 1880 WEST MORTON

P.O. Box:

City, State, Zip: JACKSONVILLE, IL 62650

Contact Person (please print or type): BILL EARLY--BID INFORMATION

MICHELLE GREER--CUSTOMER SUPPORT

Telephone Number: 800 637-6586

Local 217/245-5191

Fax Number: 800 747-2872

Local 217/245-0424

Internet Address (E-mail): btsb@btsb.com

WWW Site: www.btsb.com

14. Is the pricing offered the same or lower than that offered to other corporations, institutions, and government agencies' on similar items, quantities, terms and conditions:

X YES _____ NO

If no, please explain: _____

15. EXCEPTIONS: Does bidder take exception to any of the terms and conditions stated herein?

_____ YES X NO

If "YES", please explain in detail: _____

Bound To Stay Bound Books, Inc.
1880 West Morton
Jacksonville, IL 62650-2697

Phone # 800-637-6586
FAX # 800-747-2872
e-mail: btsb@btsb.com

Please fill in BOTH addresses if they are different.   Customer # (*if known*) _____

Bill to: _____   Ship to: _____

_____   _____

_____   _____

_____   _____

Signature _____   Title _____

Phone # (_____) _____   Fax # (_____) _____

e-mail _____   ☐ **Send a replacement catalog**

FIRM ORDER (CHECK IF NO PURCHASE ORDER REQUIRED) ☐

PURCHASE ORDER # _____ DATE ___/___/___ DO NOT EXCEED $_____

☐ Please check if you would like us to contact you
for additional titles to reach your do not exceed amount.

Processing Services

☐ ORDER TYPING SERVICE   NO. OF COPIES_____   RETURN BY FAX ☐   MAIL ☐

☐ NO PROCESSING OR MARC RECORDS

☐ USE PROCESSING ON FILE   ☐ VERIFY MY PROCESSING ON FILE

☐ Use bar code range on file   ☐ Starting bar code number _____

☐ Please check if bar code number requested is lower than previous number because you are filling in gaps.

☐ Contact me. My automated system has been upgraded or changed since my last order.

☐ Use my Accelerated Reader profile

☐ NEW PROCESSING ATTACHED   ☐ New processing for this order only

☐ New processing for all future orders

Please complete following pages as appropriate.

Payment Method

☐ Send Invoice

☐ Check enclosed

☐ Credit Card _____ Visa _____ MasterCard

Card Number ___ ___ ___ ___ ___ ___ ___ ___ ___ ___ ___ ___ ___ ___ ___ ___

Name as it appears on card _____ Expiration Date ___/___/___

Delivery Options (Allow extra time for new Spring and Fall titles. Orders with MARC records are limited to 2 shipments within 60 days)

Free shipping

☐ Standard (Ship immediately, continue to ship as available. Backorders are canceled 90 days from the date the order is received.)
or

☐ Special Handling
Number of shipments _____ Date order must be completed ____/____/____

No shipments between these dates ___/___/___ to ___/___/___ (i.e. summer, holidays, etc.)

Receiving dock available for large shipments ☐ yes ☐ no

Fax: (800) 747-BTSB (2872)

Individually Priced Processing Options
Please note: Discount prices available for option combinations

☐ Call me with the price for my combination   ☐ Include my price on Order Typing Service

*Laminated jackets	☐ unattached	0.45
	☐ attached to book	0.55

Spine Labels	☐ unattached	0.10
	☐ attached to book	0.20
	For laminated jacket orders:	
	☐ attach spine label to jacket	
	☐ if no jacket available, attach spine label to book @ 0.20	
	OR	
	☐ if no jacket available, spine stamp book @ 0.40	

*Spine Stamping	☐ all books	0.40

Bar codes	☐ 1 unattached (no protector)	Free
	☐ 2 unattached (one protector)	0.05
	☐ 1 attached (one protector)	0.10
	☐ 2 attached (one protector)	0.15

MARC records	☐ yes	Free
	(Free when ordered with books. Additional disks are $15.00 each)	

*Pocket with date due grid and circulation card	☐ unattached	0.25
	☐ attached	0.40
	Locations available:	
	☐ Inside front cover (Not available with laminated processing)	
	☐ Inside back cover (Not available with laminated processing)	
	☐ Front flyleaf	
	☐ Back flyleaf	
	<u>**Additional Options available:**</u>	
	Customized pocket inscription	Free
	Center	

_____|_____

_____|_____

_____|_____

This information will be printed exactly as you indicate on this form, so be sure to
do your own centering and justifying and use upper and lower case where needed

*Date due slip	☐ unattached	0.05
	☐ attached	0.10
	Location _____	

*Not available with CD-ROMs or videos

BTSB

*Catalog Cards	**Sequence:**	
	☐ Catalog cards in sets, arranged in alphabetical order	0.45
☐ per title	☐ Catalog cards with author, title, and subject in one alphabet	0.50
☐ per book	☐ Catalog cards with author and title in one alphabet, subject cards in separate alphabet	0.50
	☐ Catalog cards with author, title and subject each in a separate alphabet	0.50
	☐ Shelflist card only	0.15
	☐ Main entry card only	0.15

Additional Options available:

Tracings:
- ☐ No tracings on shelflist cards
- ☐ **Tracings on the shelflist cards**

Summary-Annotation:
- ☐ No summaries on catalog cards
- ☐ **Library of Congress Summaries on catalog cards**

Card Headings:
- ☐ No headings on card sets (Will receive one set of cards)
- ☐ **Headings on card sets**

Extra Shelflist Cards:
- ☐ One extra shelflist card — 0.15
- ☐ Two extra shelflist cards — 0.25

Extra Main Entry Cards:
- ☐ One extra main entry card — 0.15
- ☐ Two extra main entry cards — 0.25

*Security system		
	3M Tattletape attached	0.40
	CHECKPOINT attached, please provide frequency _____	0.40
	CHECKPOINT unattached, please provide frequency _____	0.25

*Accelerated Reader		
	☐ Print AR on spine labels of all AR books	0.10
	☐ Spine stamp AR below classification on all AR books	0.10
	Provide AR information label for all Accelerated Reader books	
	☐ Unattached	0.10
	☐ Attached (indicate location and placement below)	0.20

```
  E
 PAR
  AR
```
Spine Label

Brown, Marc Tolon
D.W.'s lost blankie

AR Reading Level: 2.6
AR Points: 0.5

Information Label

Locations available:
- ☐ Outside front cover
- ☐ Inside front cover °
- ☐ Inside front flyleaf
- ☐ Outside back cover
- ☐ Inside back cover °
- ☐ Inside back flyleaf

Placement available:
- ☐ Upper Left
- ☐ Upper Right
- ☐ Upper Center
- ☐ Lower Left
- ☐ Lower Right
- ☐ Lower Center

° Not available with laminated processing

If **Information Label** obscures any text:
- ☐ Do not adjust label.
- ☐ Send label unattached.

Please note: AR processing must be requested on each order for which it is desired.

*Not available with CD-ROMs or videos

Automated System Options

Please note: These options will be held on file by BTSB.
You do not need to give them to us again unless you wish to make a change.

MARC RECORDS

Automated system (Company & Product) _____

Type of MARC record
☐ MicroLIF   ☐ USMARC (852 holdings)   ☐ USMARC (949 holdings)

Include Reading Program information in MARC record (526 field)
☐ Accelerated Reader

Include bar code number in the MARC record
☐ Yes   ☐ No

Disk format		**Agency** - optional (only available in USMARC format.)
☐ IBM	☐ MAC	Primary _____
Disk size		
☐ 3.5"	☐ 5.25"	Secondary _____

BAR CODE NUMBERS

Please attach a
sample bar code

Exclusive BTSB bar code range for all orders

_____ to _____ (unless specified with each order)

Length of bar code number _____ positions. Including check digit if applicable.

Check digit
☐ none   ☐ Mod 10   ☐ Mod 43   ☐ Follett Classic

Bar code symbology
☐ Code 39   ☐ Codabar   ☐ Interleaved 2 of 5

Library name as it should appear on the bar code label (30 positions total)

_____

BAR CODE LABELS

Refer to illustration for bar code positions
First bar code, please select a position and a direction.

☐ unattached

_____ Position   Direction
               ☐ horizontal
               ☐ vertical, reading same direction as spine
               ☐ vertical, reading opposite direction from spine

If the bar code obscures any text on the <u>outside</u> cover of the book
☐ send unattached   ☐ adjust to avoid text   ☐ do not adjust

Back Cover			Front Cover	
5	6	MY BOOK	1	2
	9			
7	8		3	4

Second bar code (Please select a page, position, and a direction)

☐ unattached

Page	Position	Direction
☐ *Inside front cover	☐ Upper left	☐ horizontal
☐ Front flyleaf	☐ Centered at top	☐ vertical, reading same
☐ Title page	☐ Upper right	direction as spine
☐ Back flyleaf	☐ Center	☐ vertical, reading opposite
☐ *Inside back cover	☐ Lower left	direction from spine
☐ On the pocket	☐ Lower right	

* not available with laminated processing

If the bar code obscures any text on the <u>inside</u> of the book
☐ send unattached   ☐ adjust to avoid text   ☐ do not adjust

BTSB Cataloging Options

Please select your preference for each category. **BOLD TYPE** indicates our standard options. **These cataloging options will be held on file by BTSB. You do not need to give them to us again unless you wish to make a change.**

Special Designators

CD-ROM
- ☐ **No designation**
- ☐ CD-ROM over call #
- ☐ CD over call #

Video
- ☐ **No designation**
- ☐ VID over call #
- ☐ VIDEO over call #

Spanish
- ☐ **No designation**
- ☐ S over call #
- ☐ SP over call # ☐ SPA over call #

Reference
- ☐ **No designation**
- ☐ R over call #
- ☐ REF over call #

Juvenile Fiction
- ☐ **No designation**
- ☐ J over call #
- ☐ JUV over call #
- ☐ JF over call #
- ☐ J in front of call #
- ☐ j in front of call #

Juvenile Non-Fiction
- ☐ **No designation**
- ☐ J over call #
- ☐ JUV over call #
- ☐ JF over call #
- ☐ J in front of call #
- ☐ j in front of call #

Main Entry Letters

Author Letters (Specify length for each classification)
- ☐ All capital letters
- ☐ **First capital, rest lower case**

Include spaces or apostrophes in author letters
- ☐ No (O'Connor = OCO)
- ☐ Yes (O'Connor = O'C)

Title Main Entry
- ☐ **Main entry letters using editor or compiler**
- ☐ Main entry letters using title, according to AACR2 Rev. Ed.

Subject Headings

Subject Headings
- ☐ Library of Congress children's subject headings
- ☐ **Sears subject headings**

Fiction

Fiction _____ # of author letters (3 letters standard, 4 maximum)
- ☐ No designation
- ☐ **F**
- ☐ FIC
- ☐ Fic

Easy Fiction _____ # of author letters (3 letters standard, 4 maximum)
- ☐ No designation
- ☐ **E**
- ☐ P
- ☐ Same as Fiction
- ☐ EASY
- ☐ PIC
- ☐ E over Fiction
- ☐ Easy
- ☐ Pic
- ☐ EF

Story Collection _____ # of author letters (3 letters standard, 4 maximum)
- ☐ No designation
- ☐ **SC**
- ☐ Same as Fiction
- ☐ 808.83

Fax: (800) 747-BTSB (2872)

NON-FICTION

Non-Fiction _____ # of author letters (3 letters standard, 4 maximum)
- ☐ No designation
- ☐ **Abridged Dewey number**

Easy Non-Fiction _____ # of author letters (3 letters standard, 4 maximum)

☐ No designation	☐ E	☐ P
☐ Dewey number	☐ EASY	☐ PIC
☐ E over Dewey	☐ Easy	☐ Pic
☐ ENF over Dewey	☐ ENF	

Individual Biographies _____ # of letters of biographee's last name (3 standard, 8 maximum)

☐ No designation	☐ B	☐ B over 92
☐ Dewey of biographee	☐ BIO	☐ B over 920
☐ **92**	☐ B92	
☐ 920		

Collective Biographies _____ # of author letters (3 letters standard, 4 maximum)

☐ No designation	☐ B	☐ C over 92
☐ Dewey of biographee	☐ BIO	☐ C over 920
☐ 92	☐ CB	
☐ **920**	☐ C920	
☐ 921		

Sample Pocket, Circulation Card, Card Set, and Spine Label

- Circulation Card
- Title Card
- Subject Card
- Added Entry Card
- Main Entry Letters
- Dewey Decimal Number
- Shelflist Card

567.9 Nor Norman, David.
Dinosaur / written by David Norman
Milner, Angela.

DINOSAURS

Dinosaur

567.9 Nor Norman, David.
Dinosaur / written by David Norman
and Angela Milner. -- New York :
Knopf, c1989.
63 p. : col. ill -- (Eyewitness
books)

Summary: Text and photographs
explore the world of the dinosaurs,
focusing on such aspects as their
teeth, feet, eggs, and fossils.

I. Dinosaurs I. Milner, Angela.
II. Title

ISBN 0-394-82258-6
567.9/1
990000000 000000 000000

- LC Number
- Main Entry Card
- Tracings
- Pocket
- Bar Code Number
- Library Name

DATE DUE

567.9 Nor Norman, David
Dinosaur

SCHOOL / LIBRARY NAME
STREET ADDRESS
CITY, STATE

567.9 Nor — Spine Label

Discount for Volume Buyers of Books & CD-ROMs
Effective September 2000

While this schedule is in effect, **OUR CATALOG PRICES DO NOT APPLY.** All individual libraries or systems, whose total yearly purchases of our books and CD-ROMs amount to any of the volume categories listed below, will be billed at the discount that applies.

PRICING FORMULA

BTSB Book Prices are determined by reducing the current publisher's list price by 30% and adding the cost per book for prebinding of $4.20. [A small number of short discount titles (approximately 500) are reduced by 10%.]

BTSB CD-ROM Prices are reduced substantially below manufacturer's suggested retail prices.

DISCOUNT SCHEDULE

Yearly Volume of Buying	Per Book Prebinding Charge	Savings from BTSB Price	CD-ROM Discount from Catalog Price
___ $ 2,500	$4.10	10¢	1%
___ $ 5,000	$4.06	14¢	2%
___ $ 10,000	$4.00	20¢	3%
___ $ 20,000	$3.92	28¢	4%
___ $ 30,000	$3.84	36¢	5%
___ $ 50,000	$3.80	40¢	6%

EXAMPLE: For a trade edition of a book with a publisher's list price of $17.00, a customer at the $50,000 volume level would pay $15.70 [$17.00 - $5.10 (30%) + $3.80 (prebinding charge)].

Discounts are based on a single account concept where one billing address is used. (Special Cooperative Purchasing discounts are available upon request.) Discounts are based on payment of invoices within 30 days. Books will be billed using the publisher's current list price in effect at the time of shipment. All purchases of books and CD-ROM titles, as well as charges for processing services, count toward the total yearly volume.

OTHER INFORMATION

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